



# Massachusetts Department of Food and Agriculture

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## Over 50,000 lbs of Waste Pesticides Collected

Over 20,000 lbs of waste pesticides were collected by the Pesticide Bureau in its second annual Waste Pesticide Collection Program last year. As a result of the Bureau's annual collection events, the total amount of pesticides removed to date from the Massachusetts environment is over 50,000 lbs.

Products collected at seven sites in November and directly from individuals included DDT, chlordane, lead arsenate and 2,4,5,-T. All of the material collected was disposed of by Safety-Kleen, mostly through incineration, at out of state facilities.

The busiest sites were Northampton where 23 people disposed of 5,410 pounds of waste and Waltham where 16 participants disposed of 3,400 lbs of unwanted pesticides. The costs for pesticide disposal were remarkably low at \$1.10 per pound and \$9 per gallon.

The annual collection program is a legal, low cost, opportunity for applicators to get rid of unused, unwanted, banned and canceled pesticides. The Bureau intends to continue to offer this service to pesticide applicators in the State with another collection program expected to take place in November 2000.

For more information, contact Gerard Kennedy at 617-626-1773 or visit [www.massdfa.org](http://www.massdfa.org) on the Web. ■

### Mass. Farm Fact

Massachusetts' more than 200 **maple** farmers produce between 40,000 and 50,000 gallons of syrup annually at a value of \$15 million to \$20 million.

## Celebrate Massachusetts Maple Month!

Sixteen restaurants, from Boston to the Berkshires, are teaming up with Bay State maple sugar producers to celebrate Massachusetts Maple Month this March.

The restaurants will feature special menus and events as part of a month-long promotion coordinated by the Massachusetts Maple Producers Association and the Massachusetts Department of Food and Agriculture.

A "Massachusetts Maple Month" brochure listing participating restaurants and sugarhouses is available by calling the Department at 617-626-1700 or on the Web at [www.massgrown.org](http://www.massgrown.org). A brochure featuring maple recipes is also available.

The Maple Month celebration will kick-off on Friday, February 25th with a tree tapping ceremony, reading of a Governor's proclamation at the Warren Farm and Sugarhouse in North Brookfield and a maple luncheon for food writers and chefs at the Salem Cross Inn in West Brookfield.

March brings the Commonwealth's yearly agricultural awakening as puffs of sweet steam appear from the weather-beaten sugarhouses that dot the hilltowns of western Massachusetts. The warm days and cold nights of late winter start the sap running and maple sugar makers take to the woods with buckets, taps and tubing.

Many sugarhouses welcome visitors. For more information on maple sugaring in Massachusetts, visit the Mass. Maple Producers Association web site at [www.massmaple.org](http://www.massmaple.org). ■

## DFA Seeks Proposals for Regional "Buy Local" Campaigns

Commissioner of Food and Agriculture Jay Healy has met with state legislators, local officials and representatives of regional organizations in Southeastern Massachusetts, Worcester County and Berkshire County to discuss a possible "Buy Local" campaign promoting farm and food products produced in those regions.

The Department of Food and Agriculture is soliciting proposals from regional non-profit, agricultural, government, quasi-government, or other organizations to lead and implement regional agricultural marketing campaigns.

"We hope to see the tremendous success of last summer's Pioneer Valley effort replicated in other parts of the Commonwealth," explained Commissioner Healy, referring to a Western Massachusetts campaign called "Be a Local Hero" organized by Community Involved in Sustaining Agriculture (CISA).

The purpose of the campaign(s) will be to increase income for family farmers, to increase awareness of Massachusetts agriculture, to attract regional partners to promote agriculture in various parts of the state and to build local capacity to continue this program independently in the future.

Proposals are due by March 10. The request for proposals is available on the Web at [www.comm-pass.com](http://www.comm-pass.com) or by contacting Susan Allen, Massachusetts Department of Food and Agriculture, 617-626-1751. ■

**COMMISSIONER'S COLUMN****U.S. Needs "Smart Farming" Programs**

by Jonathan L. Healy

I went to the nation's capital last week to talk with federal elected officials about the Farm Bill and northeastern agriculture. This year farmers across the country are getting \$22 billion in direct government payments, mostly for disaster relief and other government subsidy programs. In my mind, there are many serious flaws in federal farm programs. I'll use a few Massachusetts ideas to contrast with the federal approach.

Here in the Bay State, we are working very hard to increase the viability of our farms. If a farm needs irrigation, for example, we try to help with low interest loans or Farm Viability Enhancement Program funds.

Irrigation is often critical for increased yields, crop uniformity, a constant supply, and, in turn, consumer satisfaction. Yields on some crops increase five-fold with irrigation, which usually pays for itself within one to two years.

In return for financial help, our Commonwealth often secures a covenant with the farmer to not develop his or her land. This valuable covenant helps fight sprawl, allows the farmer to implement a profitability plan, and usually results in long-term land preservation as a profitable farm is more immune to non-agricultural residential development.

The federal approach is often quite the opposite. First, it is very difficult to obtain loans for irrigation; farming is not "manufacturing" and therefore farmers often can't get the advantageous federal financing available to more technology-based industries.

Secondly, the feds don't get anything back for their \$22 billion worth of payments. Payments are endless for droughts and floods and the continuous quirky weather that confronts us.

I think many farmers on the federal "feed" lose their self-esteem and entrepreneurial spirit. Wouldn't it be better to help farmers find ways to be profitable and encourage procedures like irrigation rather than to simply bail-out mostly large, corporate farms with billions of dollars of subsidies?

Perhaps I protest too much but it does seem to me that our global marketplace and global warming both indicate the need for our farmers to farm smarter with a more entrepreneurial bent. Hopefully, Congress can urge USDA to do the same.

**FARM-CITY CONNECTIONS****School Gardens Survey Underway**

A new effort has been launched to learn about the extent and scope of school gardens in Massachusetts. A letter and survey has been sent to principals across the state co-signed by the Department of Food and Agriculture Commissioner Jay Healy, Department of Education Commissioner David Driscoll and UMass Chancellor David Scott.

The survey designed by UMass Extension should help us learn about existing school garden projects that might serve as models and inspiration to other schools. Also, the survey might help us identify potential opportunities for pilot projects.

School gardening can be an excellent multi-disciplinary learning experience. The letter notes that garden projects can complement many subject areas including science, math, English language arts, social studies and art. Other benefits to be gained include learning about nutrition, local agriculture, horticulture and community service.

Some nurseries, farms and green businesses are already partnering with local schools and the Departments of Education and Food and Agriculture will help in this area of the program. UMass Extension is interested in serving as a resource for educators who become involved.

If you would like to learn more about the results of this survey on school gardens in Massachusetts, please phone 617-626-1735, or e-mail jchristensen@state.ma.us.

**Update on Boston Public Market**

The continuing search for a permanent site for the public market is coordinated between the Boston Redevelopment Authority and the Friends of the Boston Public Market. A matrix is being utilized emphasizing key elements such as parking, zoning, public transportation, space, neighborhood and residents' interest.

A market concept plan has been completed with input from the Friends of the Public Market. In collaboration with Sustainable Boston, a city agency, a questionnaire was developed and used at several Boston farmers' markets to assess customers' shopping habits and interest in a public market.

The program consultant, Gordon Campbell, has also prepared a visual presentation with slides and graphics on disc to explain the goals of the public market project to prospective participants, supporters and funders. He has made several presentations to interested developers and producer co-operatives.

The Friends of the Boston Public Market meets monthly. If you are interested in attending or would like a new brochure about the Boston Public Market project, please contact Janet Christensen, 617-626-1735 or David Webber, 617-626-1754. ■

**New PYO Publication Planned!**

A new comprehensive Massachusetts Pick-Your-Own Directory is planned for the 2000 growing season. Surveys were mailed out to growers on January 20. If you have not received one, or are a new PYO grower, please contact Rick LeBlanc at 617-626-1759. You must return your survey to be included in the new publication. Instead of separate listings for each crop, this publication will list farms and all the PYO crops offered by each farm. The directory will be included on our website, [www.massgown.org](http://www.massgown.org). ■

**Ag. Calendar Photo Contest Returns**

With the success from our 2000 Seasons of Massachusetts Agriculture calendar, DFA is planning to repeat the photo contest and publish a calendar for 2001. So, while its snowing outside, get your camera out and take some farm photographs for the winter months. The contest deadline is July 1, 2000. Winners will receive a Mass. grown shirt, tote bag, and tickets to the Big E in West Springfield next fall. If you'd like an entry form, contact Rick LeBlanc at 617-626-1759. ■

**FarmNet of the Pioneer Valley**

A free information, referral and consultation service for the farm community of Franklin, Hampshire and Hampden counties.

800-327-6002  
413-549-1483 (Hampshire Co.)

**Farm & Market Report Monthly**

Robert Durand  
*Secretary of Environmental Affairs*

**Massachusetts Department of Food and Agriculture**  
617-626-1700

Jonathan L. Healy  
*Commissioner of Food and Agriculture*

Richard Hubbard  
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Susan Allen, *Chief, Bureau of Markets*  
Steven Quinn, *Chief, Bureau of Fairs*  
James Hines, *Director, Dairy Services*  
David Sheldon, *Director, Regulatory Services*  
Dr. Lorraine O'Connor, *Bureau of Animal Health*  
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## AGRI-TOURISM UPDATE

### Gov's Conference on Travel and Tourism

The 13th Annual Massachusetts Governor's Conference on Travel & Tourism will be held this year at Sheraton Ferncroft Danvers on April 6th & 7th.

This conference is an ideal opportunity to network with group tour operators, directors of cultural and historic places, hotel concierges, Regional Tourist Council personnel, and representatives of foreign travel agencies. Also, the program includes many informative workshops on strategic planning, hospitality, new technologies, and packaging your operation.

For registration information, call Anneli Johnson at 617-626-1755 or e-mail: [anneli.johnson@state.ma.us](mailto:anneli.johnson@state.ma.us) and ask for the Governor's Conference on Travel & Tourism registration packet.

### Directory to be Updated

There are now more than two hundred farms listed in the "Down on the Farm" agri-tourism directory. The directory is being revised for 2000 and will go to press in March. Look for mail from Department regarding your farm page. Please make changes or additions and mail it back to the Mass. Dept. of Food and Agriculture, 100 Cambridge Street, Boston, MA 02202 attn. Anneli Johnson. If you have not been listed in the past and would like to be included, please call 617-626-1755.

### Agricultural Signage Program

The Ag. Signage program is progressing well with 19 sign applications having been approved by the Massachusetts Highway Department for state roadways. Of these, nine have already been fabricated and installed.

These farms report significant increase of traffic. Some reported that customers did not know that the farm was so close to them or it even existed, until they saw the blue sign with farm symbols. Some farms with seasonal products reported selling out of their entire stock ahead of schedule. This translates to new customers, and more business opportunities.

For more information, call Anneli Johnson at 617-626-1755 or e-mail: [anneli.johnson@state.ma.us](mailto:anneli.johnson@state.ma.us). ■

### Farm Viability Applications Available

Applications for the Farm Viability Enhancement Program, DFA's business planning program will become available on Friday, February 18, 2000. Anyone who has requested an application will be mailed one that day. To request an application if you haven't already done so, please call 413-529-0873.

Applications will be due at the close of business (5:00 p.m.) on Friday, March 31, 2000 in the DFA office in Easthampton. Faxed applications will NOT be accepted. NOTE: this application is **not** for the Cranberry Viability Program. Look for Information on the cranberry program in the next issue of the Farm & Market Report. ■

### Worcester County Bee School Slated

The Worcester County Beekeepers Association (WCBA) will hold its 58th annual Beekeeping School starting Thursday March 9, 2000. The school will run for seven consecutive Thursdays from 7:00-9:00 PM at the UMASS Medical School in Worcester.

The school is appropriate for both the beginner and experienced beekeeper. The fee (still to be determined) for the school includes a course book, a pro-rated membership to WCBA, hands-on workshops and the WCBA newsletter.

Registration is on the first night of class. For more information contact Roger Senechal, Bee School Director at 508-832-5143. ■

### Organic Growers Invited to Participate in NOFA Guide

The Northeast Organic Farming Association's Massachusetts Chapter is inviting all farmers who grow organically, whether certified or not, to be listed in the 2000 Organic Food Guide.

The publication lists organic farms, CSA's, farmers' markets, retail stores, food cooperatives, restaurants, and businesses statewide that sell organically raised fruits and vegetables, meats, grains, flowers, herbs, and other products.

NOFA certified farms receive a free listing and 15 word description. For more information, call Donna Barker-Berlo at 978-355-2266 before March 15.

### CLASSIFIEDS

The Town of Carlisle is accepting bids for the lease of the agricultural land and buildings known as the Greenough House and Barn. Available immediately. Copies of the Request for Proposal (RFP) may be obtained at the Town Offices, 9:00 am and 3:00 p.m. M-F. All requests should be directed to Katrina Proctor at 978-369-0336. Bids must be submitted in writing to the Chief Procurement Officer, Town Offices, 66 Westford St., P.O. Box 827, Carlisle, MA 01741 by February 28, 2000.

Great location for summer fruit & veg vendor in Greater Lowell. Call Gary at 978-453-1100.

Will trade 1992 coleman camper, used 3 times & 17 ft. canoe for farm tractor in good running order. Jack 508-947-2626

FMC cornpicker, one row, pull type. 4 cyl Wisconsin, good condition \$1500. Antrim, NH. 603-588-2857.

Pollinating beehives for rent for spring and summer crops in the Pioneer Valley area. Honey for sale: available in 60# pails, 1lb., 2 lbs., and 5 lbs jars ready for resale. Great item to add to offerings for farm stands and markets. Call Spensley Rickert, 413-247-0237.

For sale: mechanical transplanter with auto feed for plastic mulch. Excellent condition, \$1250. Mechanical plastic layer up to 5 foot plastic, \$500. Vertical turbine irrigation pump, 3 phase electric 30 hp excellent cond., \$1200. Call 978-537-8640 or 978-537-3092.

For sale: John Bean high pressure sprayer, S.S. tank and booms/3 pth, 3 bottom plow/ 3 pth J.D. #350 sickle bar mower/I.H. #56 2 row corn planter. Call Joe, 413-585-8058.

Herdsperson for 30 milking cow herd in Western Mass. Farm involved in direct marketing and agri-tourism. No crops. One bedroom apt. available. 413-357-6632.

Empire Packaging Company, wholesale & retail. Packaging for today's agriculture. 800-562-5520.

For sale: entire 25M ft greenhouse range. All houses, all equipment. No offer above ridiculous refused. 413-267-3544.

Farm manager/Manager trainee wanted: to oversee aspects of prod., planning, organization & harvest of diversified farm. Ag., educ. & entertain. are facets of the busns. Crops incl. 30 acre orchard, Xmas trees, & sm. fruit. Contact or send resume: Smolak Farms, 315 S. Bradford St., N. Andover, MA 01845, 978-688-8058, [smolakfarm@aol.com](mailto:smolakfarm@aol.com).

Wanted to buy: old yearbooks of agriculture and other agriculture books or pamphlets. Nancy L. Dole, PO Box 74, Shelburne Falls, MA 01370, 413-625-2210.

Wanted to buy: antiques - old farm related items, contents of house & barns, wagon wheels, old saddles, furniture. R. Lewis, 978-448-2635.

**DEADLINE** for the next issue of the *Farm & Market Report* will be March 1.

### How to Place a Classified Ad

Classified ads are accepted free-of-charge on a first-come basis only. Listings are limited to 25 words. Be sure to include a phone number. No display ads will be accepted. Only one listing per farm or business per issue unless space permits. Ads may run in consecutive issues, space permitting, providing we are notified before the deadline for each issue.

Listings must be of interest to Massachusetts farmers. The Massachusetts Department of Food and Agriculture reserves the right to refuse any listing it deems inappropriate for publication.

Send typewritten or neatly printed ad copy to: Farm & Market Report, Massachusetts Department of Food and Agriculture, 100 Cambridge Street, Boston, MA 02202, fax: 617-626-1850, e-mail: [dbaedeker@state.ma.us](mailto:dbaedeker@state.ma.us) or call Diane Baedeker Pettit at 617-626-1752.

## Floriculture Video Conferencing Workshops Planned

The UMass Extension Floriculture Program will present a series of video conferencing workshops in March.

Each session will have speakers on site as well as a featured speaker via live video conferencing.

Video conferencing is an interactive tool for distance learning. Small group settings and state-of-the-art equipment will enable you to interact with featured speakers (from around the U.S.) on a large screen TV via Picture Tel.



- **March 7**, 9:00 am - 3:00 pm  
**Field Grown Cut Flowers**  
featuring Alan Stevens, Kansas State
- **March 14**, 9:00 am-12:30 pm  
**Hands-on Soil Test Workshop**  
featuring Bill Fonteno, N.C. State
- **March 28**, 9:30 am-1:00 pm  
**Encompassing Perspective on Greenhouse Insect Management**, featuring Dick Lindquist, Ohio State

For details and a registration form, contact Tina Smith 413-545-5306 or Paul Lopes 508-295-2212 Ext. 24. Register by February 29th. ■

## Calendar

- ◆ **March 7-8** **New England Turkey Growers Conference**, Sturbridge, MA. Contact Pat Rischer, 978-687-7175.
- ◆ **March 9** **Worcester County Bee School** at UMass Medical School in Worcester. See item this page for more information. Contact Roger Senechal, Bee School Director at 508-832-5143.
- ◆ **March 10** **Massachusetts Farmers' Direct Marketing Conference** at the Holiday Inn, Boxborough. Contact Chris Wychorski or Charlie Touchette at 413-529-0386.
- ◆ **March 11-19** **New England Spring Flower Show** at the Bayside Exposition Center, Boston. Sponsored by the Massachusetts Horticultural Society. Call 617-536-9280 or visit [www.masshort.org](http://www.masshort.org) for more info.
- ◆ **March 22-23** **New England Poultry Health Conference**, Portsmouth, NH. Contact Dr. Mike Oplitz, 207-581-2771 or Bill Bell, 207-622-3940.
- ◆ **March 28** **Ag Day at the State House**. Contact Susan Allen, 617-626-1751, [susan.allen@state.ma.us](mailto:susan.allen@state.ma.us).
- ◆ **April 6 & 7** **13th Annual Massachusetts Governor's Conference on Travel & Tourism** at Sheraton Ferncroft Danvers. Contact Anneli Johnson, 617-626-1755 for registration information.
- ◆ **August 25-26** **5th Annual Massachusetts Marketplace** at Elm Bank Reservation, Dover. Sponsored by MDFA and the Massachusetts Horticultural Society. See item below for more information. Contact Susan Allen, MDFA, 617-626-1751, [susan.allen@state.ma.us](mailto:susan.allen@state.ma.us).

## Mass. Marketplace Date Changed!

Mark your calendars now for this year's 5th Annual Massachusetts Marketplace. This year Marketplace will be held on August 25-26th. Previously held in mid-June, the decision was made to shift this event later into the growing season so that more produce would be in season and more farms would be able to participate.

Another change for this year is that the Friday reception will feature a "Preview Party" element. After an industry-only portion of the show, the general public will be able to attend the reception for a yet-to-be determined ticket price.

If you are interested in exhibiting at Mass. Marketplace, please call Bonita Oehlke at 617-626-1753, [bonita.oehlke@state.ma.us](mailto:bonita.oehlke@state.ma.us). Other non-exhibitor related questions may be directed to Susan Allen at 617-626-1751, [susan.allen@state.ma.us](mailto:susan.allen@state.ma.us). Hope to see you in August!

2/00